

# Multiple Award Schedule (MAS) Program

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Chief Acquisition Officer  
June 2006

# AUTHORITY FOR MAS

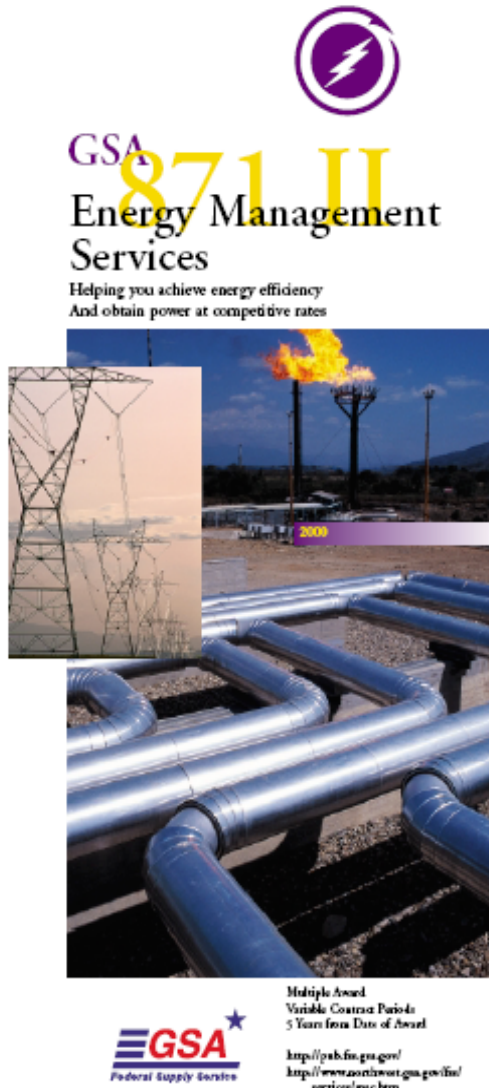
GSA

- Established under--
  - 41 U.S.C. 251, et seq. - Title III, Administrative Services Act of 1949
  - 40 U.S.C. 501, et seq. - Services for Executive Agencies
- Meets CICA "competitive procedures" under--
  - 41 U.S.C. 259(b)(3)(A)

# A SCHEDULE IS...

GSA

## Federal Supply Schedule General Services Administration



- A Commercial Catalog
- Multiple Awards for Varying Requirements
- Volume Discount Pricing
- The **Multiple Award Schedule (MAS) Program** is also known as the **Federal Supply Schedule Program** or the **GSA Schedules Program**

# GSA Schedule Benefits...

- **Fair & Reasonable Prices in a Competitive, Market Driven Environment**
- **Helps Customers Overcome Reduction in Number Govt Contracting Personnel**
  - **Quick and Easy Procurement Process**
- **Low Admin Costs  
(.75% Fee on Sales – Embedded in Price)**
- **Huge Selection from Thousands of Vendors**

# Features of Schedules

- Services and Products
- Wide Selection
- Administrative Savings
- Technological Advancements
- “Best Value” Purchasing

# How to Apply for a Contract....

- Determine Market Area (IT, Furniture, General or Office Products, etc)
- Look Online at [www.gsa.gov](http://www.gsa.gov) or [www.fedbizopps.gov](http://www.fedbizopps.gov) for the right solicitation
- Fill out Proposal and Send to Listed Address



# IN AWARDING MAS CONTRACTS



- GSA uses *commercial item IDIQ contracts* using FAR Part 12
- Determines contractor *responsibility* IAW FAR 9.1
- Negotiates an acceptable *Subcontracting Plan*
- Negotiates *fair and reasonable pricing* based on the firm's Most Favored Customer rates
- *Evergreen* contracts (5-year base period + three 5-year options)
- *Continuous open* solicitation

# MOST FAVORED CUSTOMER (MFC) PRICING



- MAS negotiation objective is to receive prices that are *equal to or better* than a company's best customer with comparable requirements (GSAM 538.270).
- Offerors are required to submit their *commercial sales and discount practices* using the standard format.
- *Economic Price Adjustment* clause allows price change IAW commercial practice (GSAM 552.216-70).
- Contractor may offer order-level *price discount* w/o triggering mandatory across-the-board price reduction (GSAM 552.238-75).

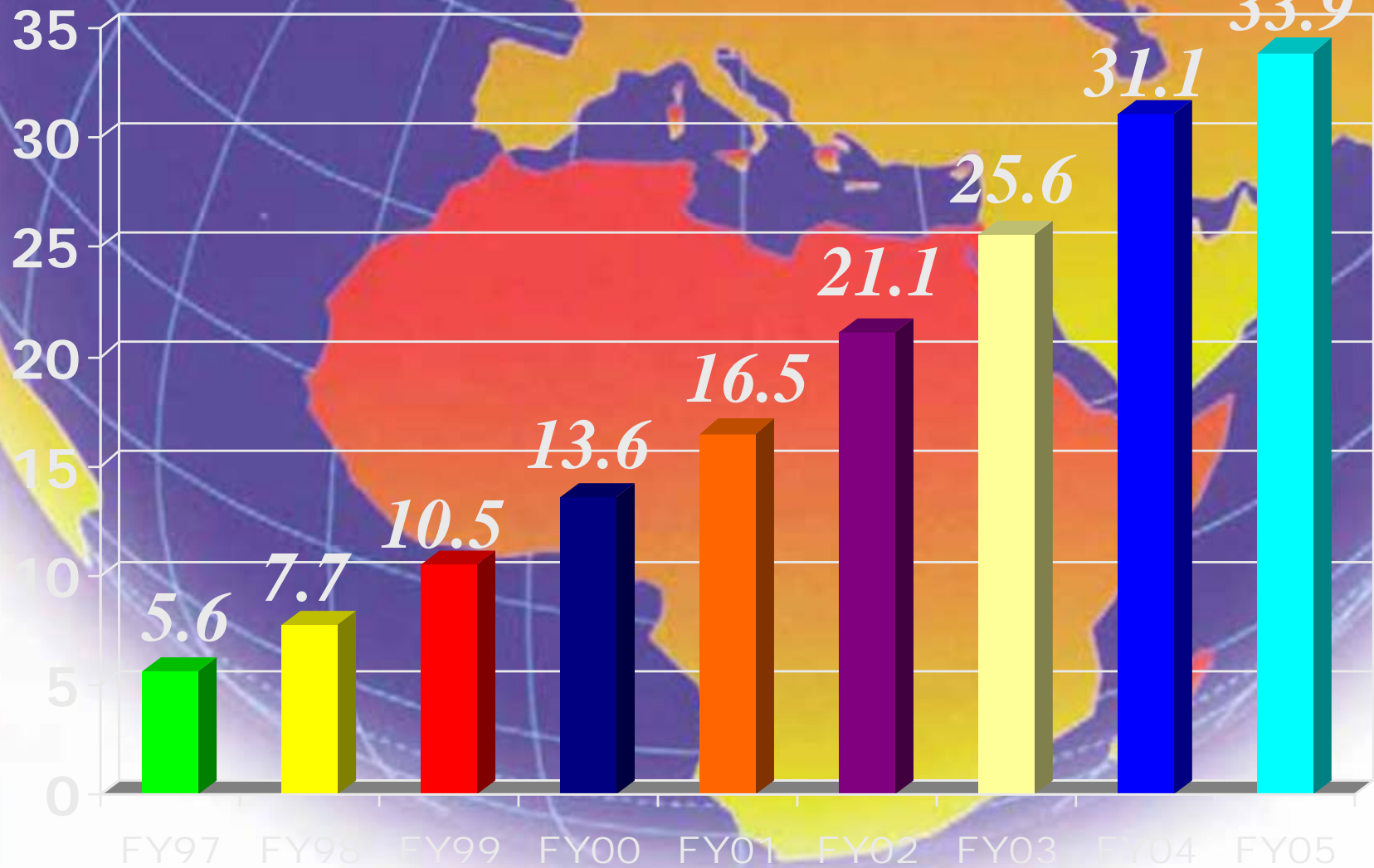


June 2000

GSA

Billion

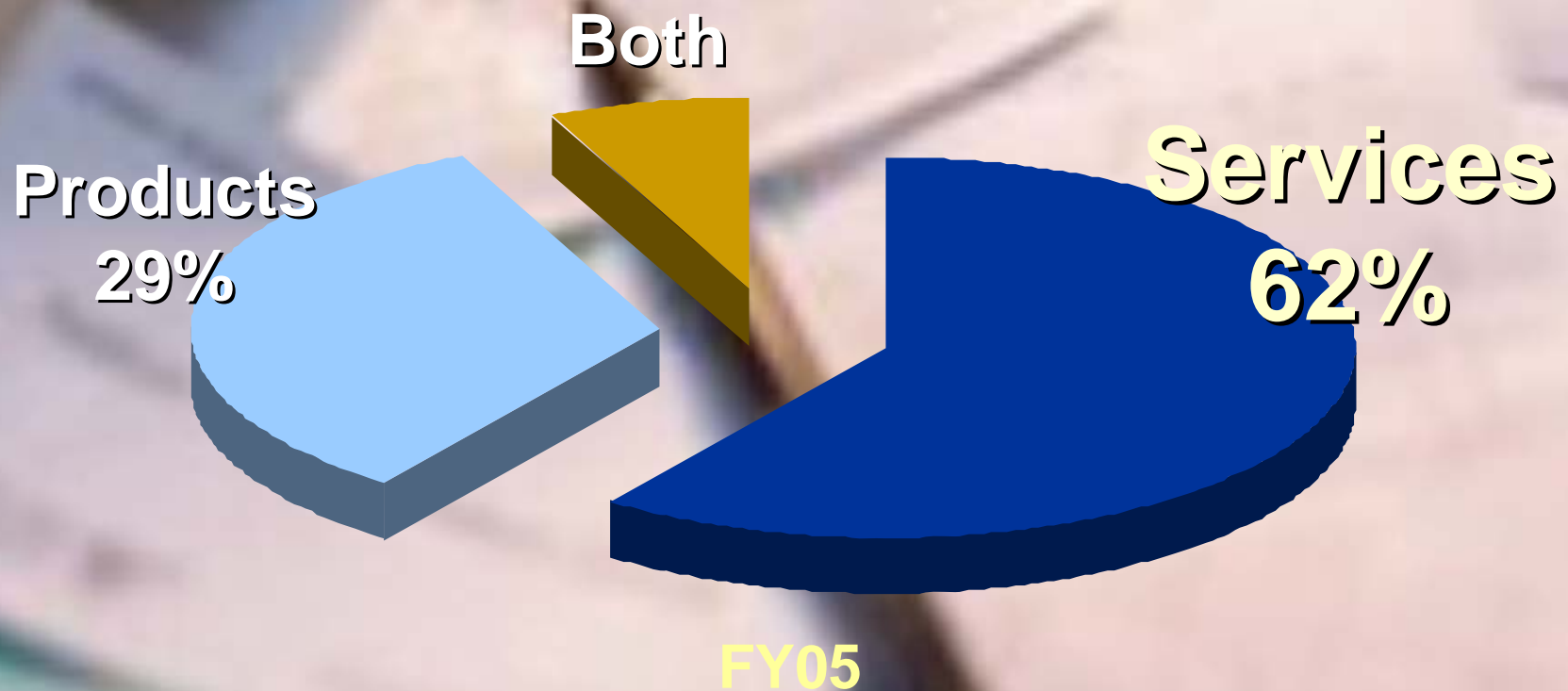
# MAS Schedule Sales



# Services v. Products in MAS

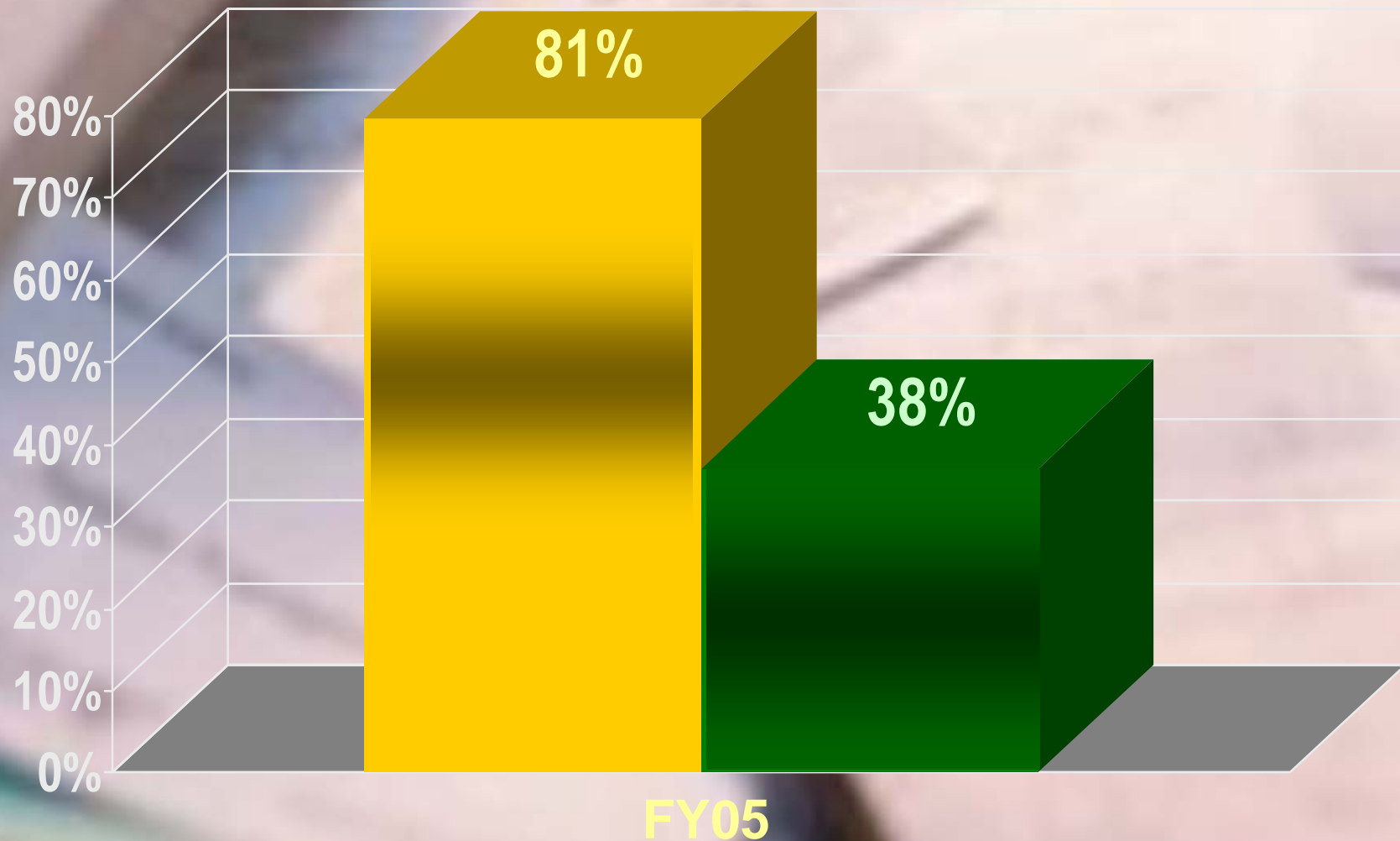
GSA

over 10 million items; 17,595 contracts (May 2006)



# Small Businesses in MAS

GSA



# 2 TYPES OF MAS ORDERING PROCEDURES

GSA



## PRODUCTS & SIMPLE SERVICES

**FAR 8.405-1** Ordering Procedures for Supplies and Services Not Requiring a Statement of Work



## SERVICES

**FAR 8.405-2** Ordering Procedures for Services Requiring a Statement of Work




# PRODUCTS AND PRE-DEFINED SERVICES NOT REQUIRING A SOW (FAR 8.405-1)

GSA



*if order amount exceeds MOT or when  
establishing a BPA,*

Review additional catalogs/pricelists  
and seek price reductions







# SERVICES REQUIRING A SOW (FAR 8.405-2)

GSA

Transmit the RFQ to at least 3 contractors (or IAW Section 803 if for DoD) (Provide RFQ When Requested)

*if order amount exceeds MOT or when establishing a BPA,*  
Provide RFQ to Additional Contractors and Seek Price Reductions

# ***REGULATORY ENVIRONMENT UPDATE***

- Section 803: Competition in Services Contracting (DoD); Orders \$100K+
  - Response: eBuy – A Bulletproof Method
- Un-Bundling Contracts
  - eBuy & Schedules Promote Un-Bundling
- Small Business Re-Certification
- Cooperative Purchasing
  - State & Local IT Sales

# National Defense Authorization Act for FY02 Section 803

The GSA logo is a blue square with the letters "GSA" in white, sans-serif font.

- Additional requirement for orders of services exceeding \$100,000 *using DoD funds*
- DFARS 208.404-70 requires CO to provide fair notice--
  - to as many Schedule contractors as practicable to reasonably ensure that offers will be *received* from at least 3 contractors, or
  - by posting RFQ on "**e-Buy**"

# ***COOPERATIVE PURCHASING***

- **eGov Act of 2002:**  
**Authorized GSA Sales of IT Products and Services to State and Local Govts**
- **Program Sales Started May 2003**
- **Information Technology Products and Services ONLY (No Other GSA Products)**
- **From Computers to Complex Services.....**

# OTHER MAS ISSUES

GSA

- Establishment of MAS BPA (FAR 8.405-3)
- Price Reductions (FAR 8.405-4)
- Small Business (FAR 8.405-5)
  - May take credit toward socio-economic goals
  - GSA Acquisition Letter (V-05-12) provides additional guidance
- Industrial Funding Fee (0.75%)



# Corporate Schedule

- **Consolidated Schedule: Multiple Contracts on One Schedule (e.g., MOBIS and IT)**
- **Expected Results**
  - **Increased Industry Participation**
  - **Better Customer Understanding**
  - **Increased GSA Efficiency**

# GSA e-Tools

The GSA logo is a blue square with the letters "GSA" in white, sans-serif font.

- **GSA Advantage!**® on-line shopping source featuring 10.6 million items
  - [www.gsaadvantage.gov](http://www.gsaadvantage.gov)
- **e-Buy** solicitation posting system (meets DoD Sec. 803)
  - [www.gsa.gov/ebuy](http://www.gsa.gov/ebuy)
- **e-Library** lists all active schedule contracts (43 Schedules)
  - [www.gsa.gov/elibrary](http://www.gsa.gov/elibrary)

# e-Tools GSA *Advantage!*®

- Electronic catalog of products and services
- Over 9,600 contracts
- 5 million items
- Thousands of hits a day
- Market research tool
- Agencies place orders through system
- [www.gsaadvantage.gov](http://www.gsaadvantage.gov)

# GSA Advantage!

**GSA - GSA Advantage! - Microsoft Internet Explorer**

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print View Source

Address [http://www.gsa.gov/Portal/content/offerings\\_content.jsp?channelId=-13563&programId=8169&contentOID=116381&contentType=1004](http://www.gsa.gov/Portal/content/offerings_content.jsp?channelId=-13563&programId=8169&contentOID=116381&contentType=1004) Go Links »

**GSA** U.S. General Services Administration

Home Program Information Buying through GSA Selling to the Government Policy About GSA Contacts

Search  Go Find a GSA Organization...

MyGSA Username  Password  Go Register for MyGSA

Home > Program Information > Commercial Services and Products on GSA Schedules > Furniture and Furnishings Services and Products > GSA Advantage!

**GSA Advantage!** [Printer Friendly](#) | [Add to MyGSA](#)

Customer Service  
[GSA.Advantage@gsa.gov](mailto:GSA.Advantage@gsa.gov)  
(877) 472-3777

[Show FAQ](#)

GSA Advantage! is our electronic online shopping and ordering system. GSA Advantage! provides online access to several thousand contractors and millions of services and products. To shop GSA Advantage! you must be a federal government employee with a governmentwide SmartPay purchase card or a GSA Activity Address Code (AAC).

**By using GSA Advantage! you can:**

- Search for items using keywords, part numbers, National Stock Numbers, supplier names, contract numbers, etc.;
- Compare features, prices, and delivery options;
- Configure products and add accessories;
- Place orders directly online;
- Review delivery options;
- Select a convenient payment method;
- View order history to track status, reorder, or cancel.

**Offerings**

- Ordering from GSA Schedules
- Getting on Schedule
- GSA Schedules
- Customer Service
- GSA Advantage! - online ordering
- Best Practices Using GSA Schedules

**Organizations**

- Federal Supply Service

Security  
Done Internet

# GSA e-Buy

- Internet-based Request For Quote Solution Enhances Competition, Transparency, and Efficiency
  - Paperless acquisition tool
  - “Electronic” competition for orders
  - Business intelligence tool
  - Government management tool
- [www.gsaadvantage.gov](http://www.gsaadvantage.gov)



# Market research using e-Library

Search by keyword

The screenshot shows the GSA Schedules e-Library homepage. A yellow speech bubble points to the search bar with the text "Search by keyword". A yellow arrow points to the "CATEGORY GUIDE" section with the text "Jump to categories". Another yellow arrow points to the "QUICK SCHEDULE" dropdown menu with the text "Go to specific Schedule".

**GSA Schedules e-Library Home - Microsoft**

File Edit View Favorites Tools Help

Address http://www.gsaelibrary.gsa.gov/ElibMain.aspx

**GSA Schedules e-Library**

Home Federal Supply Schedule Listing Schedule Ordering Guidelines Help

Welcome to Schedules e-Library

Schedules e-Library is your source for the latest GSA Schedules and GWAC contract award information. Schedules e-Library is updated daily to provide you with the latest information!

**Search**

in all the words **Search**

enter Keywords, Contract Number, Contractor/Manufacturer Name, Schedule/SIN/GWAC Number

► View an Alphabetical Listing of available Contractors (a-z)

**CATEGORY GUIDE**

- Summer Supplies & Services
- Furniture & Furnishings
- Hospitality, Cleaning, & Chemicals
- Laboratory, Scientific, & Medical
- Office Solutions
- Services
- Travel & Transportation Solutions
- Building & Industrial
- Homeland Security
- IT Solutions & Electronics
- Law Enforcement, Fire, & Security
- Recreation & Apparel
- Tools, Hardware, & Machinery
- Vehicles & Watercraft

**IN THE SPOTLIGHT**

Did you know you can download all contractors for a specific category (SIN) by clicking on the "Download all contractors for this category (Excel)" link on the Schedule Details page? Find this link by clicking on a category (SIN). The spreadsheet format of the data allows for easy sorting and manipulation of data. Check it out!

**GSA Federal Supply Schedules**

► Find out more about the GSA Schedules (Multiple Award Schedule Program)

**VA Federal Supply Schedules**

► For more information about the VA Schedules Program

**QUICK SCHEDULE**

Go to: - schedule - **Go**

COOPER 00CORP  
00JWOD  
Purcha 03FAC  
suppo 23 V  
Sched 26 I  
► View 36  
► Coop 48  
51 V  
GOVERN 520  
CONTRA 541

GWAC Total  
money...

► View all G

**Attention Schedule Partners**

If you currently have a Federal Supply Schedule contract under [Schedule 70](#) or [Schedule 75](#), please [click here](#) for an important message.

Privacy Statement

Local intranet

# Market Research Using e-Library

The screenshot shows the GSA Schedules e-Library website. The browser window is Microsoft Internet Explorer. The address bar shows the URL: <http://www.gsaelibrary.gsa.gov/ElibMain/ScheduleSummary?scheduleNumber=70&x=19&y=9>. The website header includes the GSA logo, "Schedules e-Library", and navigation links for "Home", "Federal Supply Schedule Listing", "Basic Schedule Ordering Guidelines", and "Help". A search bar is present with the text "Search:" and a "Go" button. Below the header, the "Schedule Summary" section provides contact information for Stephanie Turner. The "70" category is highlighted, with a description of "GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES". A link to "View Solicitation on FedBizOpps.gov" is provided. A "70 Category list:" dropdown menu is shown with "Categories" selected. Below this, a table lists categories and their descriptions. A yellow callout box highlights three key features: "Category descriptions (SIN)", "Link to FedBizOpps solicitation", and "Point of Contact information".

**Schedule Summary**  
For general schedule questions, contact:  
Stephanie Turner  
Phone: (703) 305-3038  
E-mail: [stephanie.turner@gsa.gov](mailto:stephanie.turner@gsa.gov)

**70**  
**GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES** - Pursuant to Section 211 of the e-Gov Act of 2002, Cooperative Purchasing provides authorized State and local government entities access to information technology items offered through GSA's Schedule 70 and the Corporate contracts for associated special item numbers. Contracts with the COOP PURC icon indicate that authorized state and local government entities may procure from that contract.

[View Solicitation on FedBizOpps.gov](#)

70 Category list:

Category	Description
132 3	Leasing of Products - SUBJECT TO
132 4	Daily/Short Term Rental - SUBJECT
132 8	Purchase Of Equipment - SUBJECT TO security equipment, facsimile equipment, transmitters/receivers (airborne), fiber optic cables and harnesses, computers, optical/imaging system equipment, optical recognition I/O answering, voice messaging system
<b>Sub-Categories</b> (not all vendors have)	
Boards	
Cables	
Desktop Computers	
Digital Cameras	
Display, Monitors	
Drives/Storage Devices	
Equipment for Physically Challenged	
IT Support Equipment	
Laptop/Portable/Notebook Computers	
Large Scale/Mainframe Computers	

- Category descriptions (SIN)
- Link to FedBizOpps solicitation
- Point of Contact information

# Market Research Using e-Library

GSA Schedule e-Library Schedule Details - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites Media

Address http://www.gsaelibrary.gsa.gov/ElbMain/SinDetails.jsessionid=www.gsaelibrary.gsa.gov-9c808%3A42a6f1dc%3Aa4ca5cc624b1195f?executeQuery=YES&scheduleNumber=70&flag=&filter=&specialItemNumber=132+8 Go Links

GSA Schedules e-Library GSA Advantage e-Buy

Home Federal Supply Schedule Listing Basic Schedule Ordering Guidelines Help

Search: all the words Go

**Schedule Details**

For general schedule questions, contact:  
**Stephanie Turner**  
Phone: (703) 305-3038  
E-mail: [stephanie.turner@gsa.gov](mailto:stephanie.turner@gsa.gov)

Need a Quote from these Contractors? click to visit e-Buy and prepare an online RFQ!

70 GENERAL PURPOSE COMMERCIAL INFORMATION

Category Description

**132 8** Purchase Of Equipment - SUBJECT TO COORDINATION. This category includes the purchase of equipment, facsimile equipment, broadcast equipment, (airborne), radio navigation equipment/antennas, coaxial cables, desktop computers, professional printers, displays, graphics (light pens, digitizers, touch screens), network equipment, other communications equipment, other I/O and storage devices, ADP support equipment, microcomputer control devices, telephone answering, voice messaging equipment, installation of telephone equipment.

BROWSE >> A B C D E F G H I

1 - 50 of 1148 contractors

Download all contractors for this Category (Excel)

Contractor	(Sort by) City, State	Socio-Economic	Text File	View Catalog
1 BEYOND, INC	SOMERVILLE, MA	s		<a href="#">GSA Advantage!</a>
3M COMPANY	SAINT PAUL, MN	o		<a href="#">GSA Advantage!</a>
4 SURE.COM INC	TRUMBULL, CT	o		<a href="#">GSA Advantage!</a>
8E6 TECHNOLOGIES	ORANGE, CA	s		
911 ETC, INC.	BOTHELL, WA	s		<a href="#">GSA Advantage!</a>
@XI COMPUTER CORPORATION	SAN CLEMENTE, CA	s		
A T PRODUCTS INC	HARVARD, IL	s		<a href="#">GSA Advantage!</a>
A&T MARKETING INC	ELLICOTT CITY, MD	s/d/w		<a href="#">GSA Advantage!</a>
A&T SYSTEMS, INC.	SILVER SPRING, MD	s		<a href="#">GSA Advantage!</a>
AAVTEC, INC	WALKERTON, IN	s/w		<a href="#">GSA Advantage!</a>
ABACUS-N-BYTES, INC	WHEATON, MD	s/d/w/8a		<a href="#">GSA Advantage!</a>
ABBA TECHNOLOGIES INC	ALBUQUERQUE, NM	s/d/w/8a		<a href="#">GSA Advantage!</a>
ABCISP, INC.	SAN DIEGO, CA	s/d/dv/8a		<a href="#">GSA Advantage!</a>
ABF DATA SYSTEMS INC	SAN DIEGO, CA	o		<a href="#">GSA Advantage!</a>
ABSOLUTE COMPUTER TECHNOLOGIES,	SHORT HILLS, NJ	s/w/8a		

Local intranet

## TRAINING & EDUCATION

# FSS Center for Acquisition Excellence

The GSA logo is a blue square with the letters "GSA" in white, sans-serif font.

### Online Training ([www.fsstraining.gsa.gov](http://www.fsstraining.gsa.gov))

- Self-paced Courses on Schedules, GWACs, and Cooperative Purchasing
- GSA Schedule Order Checklist

### Classroom Training

- CEUs, Accredited Instructors

### Public Speaking

- Conferences
- GSA's Annual EXPO



# GSA MAS - Summary

GSA





# Resources and Assistance

- [www.gsa.gov](http://www.gsa.gov)
- [www.gsa.gov/smallbusiness](http://www.gsa.gov/smallbusiness)
- Federal Supply Service [www.fss.gsa.gov](http://www.fss.gsa.gov)
- SBA – [www.sba.gov](http://www.sba.gov)
- <http://www.acqnet.gov>
- PTACs - [www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)
- [www.ccr.gov](http://www.ccr.gov)

# Resources and Assistance

- Federal Small Business Directors [www.osdbu.gov](http://www.osdbu.gov)
- Code of Federal Regulations - [www.gpoaccess.gov/ecfr/](http://www.gpoaccess.gov/ecfr/))
- PTACs - [www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)  
Federal Regulations - <http://acquisition.gov/>

# Questions?

Contact

Office of the Chief Acquisition Officer

Contract Policy Division

(202) 501-1224